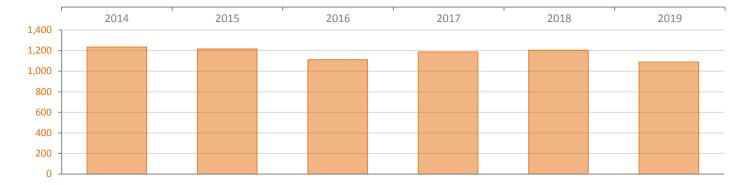
Yearly Market Summary - 2019 Townhouses and Condos Martin County



| | 2019 | 2018 | Percent Change Year-over-Year |
|--|-----------------|-----------------|----------------------------------|
| Closed Sales | 1,088 | 1,204 | -9.6% |
| Paid in Cash | 638 | 748 | -14.7% |
| Median Sale Price | \$160,000 | \$150,000 | 6.7% |
| Average Sale Price | \$201,884 | \$186,082 | 8.5% |
| Dollar Volume | \$219.6 Million | \$224.0 Million | -2.0% |
| Med. Pct. of Orig. List Price Received | 94.7% | 94.3% | 0.4% |
| Median Time to Contract | 40 Days | 42 Days | -4.8% |
| Median Time to Sale | 79 Days | 80 Days | -1.3% |
| New Pending Sales | 1,137 | 1,238 | -8.2% |
| New Listings | 1,442 | 1,440 | 0.1% |
| Pending Inventory | 98 | 113 | -13.3% |
| Inventory (Active Listings) | 382 | 351 | 8.8% |
| Months Supply of Inventory | 4.2 | 3.5 | 20.0% |



 \$180K

 \$160K

 \$140K

 \$140K

 \$120K

 \$100K

 \$100K

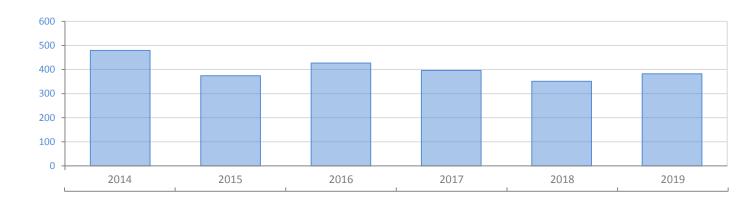
 \$80K

 \$80K

 \$80K

 \$60K

 \$60K



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Yearly Distressed Market - 2019 Townhouses and Condos Martin County



Percent Change



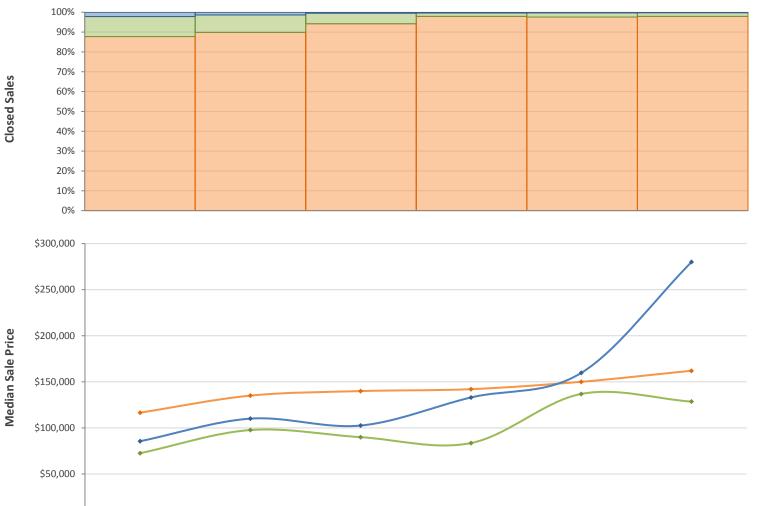
2014

\$0

2015

| | | 2019 | 2018 | Year-over-Year |
|-----------------|-------------------|-----------|-----------|----------------|
| Traditional | Closed Sales | 1,065 | 1,175 | -9.4% |
| | Median Sale Price | \$162,000 | \$150,000 | 8.0% |
| Foreclosure/REO | Closed Sales | 20 | 25 | -20.0% |
| | Median Sale Price | \$128,500 | \$136,825 | -6.1% |
| Short Sale | Closed Sales | 3 | 4 | -25.0% |
| | Median Sale Price | \$280,000 | \$159,625 | 75.4% |
| | | | | |
| 2016 | 2017 | 2018 | 2018 2 | |

□ Traditional □ Foreclosure/REO □ Short Sale



 2014
 2015
 2016
 2017
 2018
 2019

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